

5. Certificate Course on Art of Negotiation Summary Report (2020-2021)

Introduction

The Certificate Course on the *Art of Negotiation* was organized by V. M. Salgaocar College of Law, Miramar, during 18th to 20th February 2021. This specialized program aimed to equip students with essential negotiation skills critical in various professional settings, particularly in law, business, and management. With a duration of 30 hours, the course attracted significant interest, enrolling 71 participants. Through a combination of theoretical knowledge and practical exercises, the course provided a platform for participants to understand and master the nuances of negotiation.


Course Outcomes: The course was designed to achieve the following objectives and outcomes:

1. **Understanding Core Negotiation Principles**
Participants gained insight into the fundamental theories and strategies of negotiation, including understanding the dynamics of conflict resolution, problem-solving, and achieving mutually beneficial outcomes.
2. **Development of Communication and Persuasion Skills**
Emphasis was placed on enhancing students' ability to communicate effectively, listen actively, and persuade stakeholders during negotiation processes.
3. **Practical Application Through Simulations**
Interactive role-plays and real-world simulations provided a hands-on approach to applying negotiation tactics, fostering confidence in high-pressure scenarios.
4. **Critical Thinking and Ethical Decision-Making**
The course encouraged participants to think critically about ethical dilemmas and challenges that arise in negotiations, preparing them to uphold integrity while achieving objectives.
5. **Preparation for Professional Scenarios**
By the end of the program, students were better equipped to negotiate in various professional contexts, such as contract discussions, mediation, and conflict resolution.

Evaluation: The assessment was conducted online & certificates were issued.

Conclusion




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The Certificate Course on the *Art of Negotiation* was a resounding success, as evidenced by the participation of 71 students and the comprehensive skill set they acquired over 30 hours of instruction. The program effectively bridged the gap between theoretical understanding and practical application, empowering students with critical skills essential for their future careers. This initiative reflected the college's commitment to providing value-added education that prepares students for the challenges of professional life.

The feedback from participants highlighted the interactive format, relevance of content, and the practical focus of the course as key strengths. The course stands as an exemplary model for professional development programs, contributing significantly to the holistic growth of the students.




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